

## Message Text

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ORIGIN COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/BIC/OED/SIPS/B.L.WHIPPLE

APPROVED BY EB/OCA/CM/EMCKEON

COM/BIC/OED/SIPS/B.1.WHIPPLE

COM/BIC/OED/SIPS/S.S.LEON

COM/BIC/OED/OBOD/R.E.COHEN

COM/BIC/OIM/AFRICA/R.RYDLUN

STATE/AF/W/R.A.MCGUIRE

----- 105422

P 272043Z AUG 75

FM SECSTATE WASHDC

TO AMEMBASSY ACCRA PRIORITY

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E.O. 11652: N/A (DECLASS UPON RECEIPT)

TAGS: BEXP, GH

SUBJECT: PRODUCT OPPORTUNITY - PIPE

REF: (A) STATE 167625; (B) ACCRA 4222; (C) ACCRA 4650

--- (D) ACCRA 2791

1. CONSOLIDATED, AMERICAN CAST IRON, CANRON, AND LINCHBURG  
ALL FOUR U.S. FIRMS WHO SENT FOR REFTEL (D) TENDER BID  
OPENING AUG. 28 WILL NOT BE SUBMITTING BID.

2. ALL SUBJECT FIRMS ADVISE USDOC/SIPS THAT THERE ARE TOO  
MANY UNCERTAINTIES, SPECS ARE NOT PRECISE TO DEFINITE  
QUANTITIES AND TYPE OF VALVES. IN ADDITION FIRM PRICE FOR  
DELIVERY OUT IN 1976 IMPOSES PRICE PROTECTION TO BE  
BUILT INTO BID. U.S. SUPPLIERS COULD DELIVER IN 90 TO 120  
DAYS AT FIRM PRICE.

3. THE ABOVE UNCERTAINTIES NOTED WOULD REQUIRE U.S. FIRMS  
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TO MAKE CERTAIN ASSUMPTION ON NOT CLEARLY IDENTIFIED

QUANTITIES OF PIPE AND TYPES OF VALVES, WHICH WOULD REQUIRE THEM TO ADD UNREASONABLE AMOUNTS OF MONIES TO THEIR BIDS TO COVER THESE CONTINGENCIES AS WELL AS TO PROTECT THEMSELVES FOR LONG DELIVERIES.

4. U.S. PIPE MANUFACTURERS SUSPECT AND ARE HOPEFUL BIDS WILL BE THROWN OUT AND RE-TENDERED BECAUSE OF EXTREMELY HIGH BID PRICES. EMBOFF MAY WISH TO REVIEW WITH GSC IN HOPES THAT FUTURE TENDERS BE WRITTEN IN SUCH MANNER CLEARLY STATING QUANTITIES AND IDENTIFYING TYPES TO ENABLE THE GSC TO PROCURE AT THE MOST COMPETITIVE PRICES. IF NEW TENDER ISSUED FOR THIS REQUIREMENT IT SHOULD BE AS SUGGESTED BY U.S. SUPPLIERS, THAT IT INCLUDES AN ACCURATE BILL OF MATERIALS, CLEARLY IDENTIFIES THE VALVES AND POSSIBLE PERMIT PARTIAL BIDS SUCH AS ONE BID FOR PIPE AND ONE FOR VALVES AND FITTINGS.

5. ALSO IMPORTANT THE DELIVERY OF ACCEPTED AS SOON AS READY FOR SHIPMENT. GHANA SUPPLY COULD STORE PIPE OUT-DOORS AND VALVES AND GASKETS IN WAREHOUSE.

6. U.S. DUCTILE IRON PIPE MANUFACTURERS ARE TODAY THE MOST COMPETITIVE IN THE WORLD AND ARE SUPPLYING LARGE EXPORT QUANTITIES. WE BELIEVE IF THIS IS RE TENDERED WITH CLEAR BILL OF MATERIAL AND FOR IMMEDIATE DELIVERY, THE GSC COULD SAVE AN ESTIMATED 700 THOUSAND TO ONE MILLION DOLLARS BY RESPONSIVE U.S. FIRMS.

7. PLEASE ADVISE USDOC RESULTS AND COMMENTS OF GHANA SUPPLY COMMISSION. SUGGEST THIS BE CALLED TO THEIR ATTENTION PRIOR TO BID TIME OF AUG. 28 AT 1400 HOURS. INGERSOLL

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## Message Attributes

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